

BOND'S

AMERICA'S LARGEST CLOTHIER

A WORLD OF FASHION FOR MEN, WOMEN, BOYS AND GIRLS



1966 ANNUAL REPORT

YEAR ENDED JULY 31, 1966 / BOND STORES, INCORPORATED

1966

YEAR ENDED JULY 31, 1966/BOND STORES, INCORPORATED

OFFICERS

IRVING COHEN *Chairman of the Board*
ELLIS H. SCHECHTMAN *President*
IRVING MOSELOWITZ *Executive Vice-President*
*SYLVAN N. KING *Vice-President*
MAURIE SANGER *Vice-President*
LOUIS A. GOOD *Vice-President*
WILLIAM B. LOFTUS *Vice-President*
SIDNEY L. ROSENBLOOM *Vice-President*
IRVING VOGEL *Vice-President*
GERALD J. LEVY *Treasurer*
LAURENCE L. SHAPIRO *Secretary*
JOHN B. GOETKE *Assistant Secretary*
*Deceased February 28, 1966

BOARD OF DIRECTORS

H. ROE BARTLE	MORRIS NATELSON
IRVING COHEN	CHARLES B. PETERSON, JR.
LOUIS A. GOOD	CHARLES F. PHILLIPS
JOSEPH KLINGENSTEIN	MAURIE SANGER
IRVING MOSELOWITZ	ELLIS H. SCHECHTMAN

TRANSFER AGENT

FIRST NATIONAL CITY BANK, 55 Wall Street, New York, N.Y. 10015

REGISTRAR

BANKERS TRUST COMPANY, 16 Wall Street, New York, N.Y. 10015

This report to stockholders is published solely for the purpose of providing information. It is not a representation, prospectus or circular in respect of any stock or security of any corporation and is not transmitted in connection with any sale, negotiation for the sale, or offer to sell or buy, or to induce the purchase, of any stock or security.

BOND STORES, INCORPORATED

FIFTH AVENUE AT 35TH STREET, NEW YORK, N.Y. 10001

October 20, 1966

Dear Stockholder:

Results of operations of your company and of its wholly-owned subsidiaries for the fiscal year ended July 31, 1966, are set forth in the accompanying consolidated report herewith submitted to you on behalf of your Board of Directors.

Total sales for the year ended July 31, 1966 amounted to a record high \$97,738,030 compared with sales of \$94,312,142 during the preceding year, an increase of \$3,425,888.

Net earnings from operations for the year after provisions for Federal income taxes were \$2,661,517, equal to \$2.28 per share on the 1,168,539 shares outstanding on July 31, 1966. Earnings per share on the average number of shares outstanding during the year ended July 31, 1966 amounted to \$1.75. Last year, we reported earnings from operations of \$2,586,312, plus a \$750,000 nonrecurring tax item explained below. This was equal to \$1.53 per share from operations, plus \$.45 per share from the above mentioned tax item or a total of \$1.98 per share on the 1,684,683 shares outstanding on July 31, 1965. Federal taxes on income for the year amounted to \$2,225,000 compared with \$1,370,000 for the prior year, an increase of \$855,000.

In comparing per share earnings, it should be noted that while the prior year's earnings were increased to the extent of \$.45 per share resulting from the filing of a Consolidated Federal Income tax return, reported earnings for the fiscal year ended July 31, 1966 were adversely affected to the extent of approximately \$.20 per share. This was due to the accounting treatment of the one-time sale by the company of its retail accounts receivable in connection with the adoption of the installment method accounting for credit sales. This method, in use by other major retail organizations, will benefit the company in the coming years, although it had the effect of depressing the company's reported

earnings. Except for being on the installment basis for the determination of net income, it should be noted that effective August 1, 1966, credit sales will be handled by the company in the same manner as they were handled prior to this one-time sale of accounts receivable.

Continuing our uninterrupted pattern of dividend payments since 1938, dividends at the rate of \$1.00 per share were paid during the past fiscal year.

Merchandise inventories at the year end were higher to the extent of \$1,816,453 than at the prior year end. Inventory levels are affected by eight additional stores opened during the year and by the modestly higher average unit prices this year as compared with last year. Commitments at the year end are in line with our projected requirements.

Net working capital amounted to \$42,092,854. The ratio of current assets to current liabilities was 4.2 to 1. Book value per share on the 1,168,539 shares of stock outstanding at the fiscal year end was \$35.96. On July 31, 1965, book value per share on the 1,684,683 shares outstanding was \$33.65.

At its regular meeting in March of this year, your Directors authorized the company to issue to all stockholders an Invitation For Tenders of 500,000 shares of its common stock. As a result of the Invitation and after giving effect to a proration among tendering stockholders and other adjustments, the company purchased 503,444 shares of stock which are presently being held in the treasury.

It is the company's intention to finance this purchase through mortgage or sale of certain of its real estate holdings. Pending such disposition, the purchase was financed through bank borrowings.

In addition, at times prior to the Invitation For Tenders, the company purchased an aggregate of 16,400 shares of common stock in the open market. Depending upon market conditions and other relevant considerations,

the company may, from time to time, acquire a limited number of additional shares.

We continue to appraise possible acquisitions. Currently there are no understandings or agreements for the acquisition of securities or assets of any other business organization, although there have been preliminary discussions. In the event of such acquisition, the above shares of common stock would be available for use as a medium of payment.

During the year, eight new shopping center stores were opened in areas in proximity to existing stores. These were Ford City Shopping Center, Chicago, Illinois; Mellett Mall, Canton (near Akron), Ohio; North Park Center, Dallas, Texas; Fairmount Fair Shopping Center, Syracuse, New York; Summit Mall, Akron, Ohio; Hamden Plaza, Hamden (a suburb of New Haven), Connecticut; Natick Mall, Natick (a suburb of Boston), Massachusetts; and Landmark Shopping Center, in the Greater Washington, D. C. area. Two small unprofitable stores were closed. This brought the total of stores in operation at year end to 142.

Since the beginning of the new fiscal year, we opened a new store in Memorial City Shopping Center, Houston, Texas on August 16, 1966. After rebuilding and substantially enlarging the premises, on August 22, 1966 we re-opened our downtown Rochester, New York store to large crowds and a most gratifying performance since the opening. Two additional shopping center stores, Marlow Heights Shopping Center, in the Greater Washington, D. C. area and Huntington Beach Shopping Center, in the Greater Los Angeles, California area are projected for openings in November 1966.

Continuing our efforts to strengthen our competitive position to alleviate a shortage of skilled help in our factories, we have engineered improved procedures in manufacturing processes which have enabled us to maintain our production schedule in keeping with the store requirements of our expanding market coverage. Additionally, Mr. Irving Moselowitz, our Executive Vice President, is abroad visiting several foreign countries where advance arrangements have been made for interviewing and evaluating the skills and qualifications of tailors who are desirous of coming to this

country. This is a continuance of a recruitment program which we started several years ago.

With very few nominal cost exceptions, we have maintained our policy of limiting our capital expenditures to movable trade fixtures while requiring landlords to undertake the major expenditures in connection with land and building improvements and store construction. Our capital expenditures, therefore, were limited to \$1,573,339 in connection with the opening of the eight stores referred to above and for the fixture modernization of several of our older stores where lease terms and performance warranted such investment. Included also were capital investments for new machinery and equipment installed to facilitate the introduction of improvements in our manufacturing processes and for the rebuilding of our company-owned property in Rochester, New York.

Labor contract negotiations affecting all segments of our business—manufacturing, retailing and office—have resulted in the payment of higher wages and increased costs for employee fringe benefits. As the result of our constant vigilance in concepts and methods designed to hold costs down, these increased costs have been substantially absorbed. At the same time, we have made a number of modest price adjustments. Together, these actions have made it possible for us to maintain our gross income margin.

It is with sorrow that we inform you of the demise, on February 28, 1966, of Mr. Sylvan N. King, a member of our Board of Directors since 1945 and a Vice President of our company since 1937. His widely recognized abilities in the field of advertising contributed significantly to the growth of our business. We shall miss him as a friend and as a wise counsellor.

Continuing the successful experience of the fiscal year just ended, sales for August and September 1966 amounted to \$14,247,000 compared with \$12,535,000 for the same period last year, an increase of \$1,712,000, equal to 13.7%. In no small measure is this result due to the enthusiastic and wholehearted contribution of the skills and abilities of our executives, as well as all other personnel in developing the potential of our markets. We take this opportunity to thank each and every one of them.

We express our thanks and appreciation to our many suppliers whose friendly relationships and excellent services have helped us to maintain our policy and ability of offering outstanding competitive values in quality merchandise.

We express our thanks to you, our stockholders and friends, whose interest we deeply appreciate. We respectfully invite you to visit our stores to see for yourself the extensive diversification of our merchandise by style, color, pattern, design, the outstanding competitive value in our modest pricing, as well as the quality of gracious helpful service by our people.

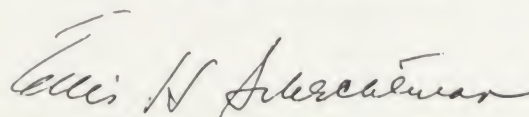
As an example of our direct mailings to our customers, we enclose an advance copy of this year's Christmas

brochure, which will be mailed on or about November 20th. This will give you a general idea of representative articles of merchandise we will be featuring this coming Christmas season for the entire family.

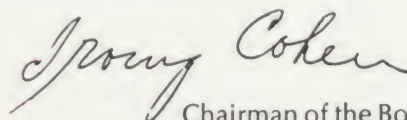
Although we are aware of the possible adverse effect of current unsettled domestic conditions, such as the tight money market, possible governmental controls and tax increases, as well as the effect of international stresses, we view 1967 with optimism, subject only to the above stated possibilities.

May we direct your attention to the financial statements for the fiscal year ended July 31, 1966 and other matters on the following pages. We trust they will be of interest to you.

Respectfully submitted,



President



Chairman of the Board

FINANCIAL HIGHLIGHTS

YEAR ENDED JULY 31

	1966	1965	1964	1963	1962
Net sales	\$97,738,030	\$94,312,142	\$90,775,615	\$90,262,095	\$88,630,545
Net income before taxes ..	4,886,517	4,706,312	4,627,649	4,226,144	4,469,865
Net income	2,661,517	3,336,312	2,417,649	2,136,144	2,239,865
*Earnings per share	2.28	1.98	1.43	1.27	1.33
Book value per share	35.96	33.65	32.67	32.36	32.31
Working capital	42,092,854	42,606,254	41,512,075	41,242,629	41,901,082

*Based on 1,688,383 common shares outstanding as of July 31, 1962; 1,684,783 on July 31, 1963 and 1964; 1,684,683 on July 31, 1965 and 1,168,539 on July 31, 1966.

BOND'S RECEIVES TWO SIGNAL HONORS

THE WOOL BUREAU



The wool mark is awarded
to quality tested products
made of the world's finest...
PURE VIRGIN WOOL

As a stockholder of our good company, you are, of course, interested and will be pleased to know that we have been accredited to The Wool Bureau. The significance of such accreditation is that we have been granted the privilege and authorization to use the famous wool mark shown above in woven labels affixed to our own manufactured pure virgin wool men's clothing, as well as in window displays, promotional material and advertising.

We are proud to have been so signally approved and accepted into the world-wide group of the finer quality clothing producers through this distinguished international organization.

In addition, such accreditation indicates recognition of the fact that our products meet the prescribed high standards that are built only into fine quality men's apparel. To be more specific, compliance with the high standards of The Wool Bureau requires that:

1. All fabrics must be tested to insure that they are pure virgin wool.
2. The tailoring of the garment must meet certain rigid quality specifications.

We and the hundreds of thousands of our satisfied customers have known for countless years that the quality of our men's clothing is superb and that Bond's prices are most favorably competitive. Recognition by this outstanding and highly respected organization is further substantiation of the fact that Bond's is a leader in the world of men's fashion... that Bond clothes are better than most and conform to rigid high standards of quality.

We are resolved that it shall continue to be so in future years.

THE AMERICAN WAY WITH WOOL

The American Way With Wool

ALL WOOL • WOVEN IN U.S.A.

Recognition has also been accorded to us by the Woolens and Worsteds of America, Inc., whose symbol "The American Way With Wool" is illustrated above. By qualifying for the right and privilege to display the red, white and blue button tag on our own manufactured men's garments, we are representing that:

1. The fabric used in the manufacture of these garments is limited to all-wool piece goods loomed only in the finest woolen mills in the United States.
2. The garments are styled and fashioned by America's best craftsmen.
3. Better fit—better appearance—longer wear are assured.
4. Research, craftsmanship, technology with traditional American experience, precision and perfection are built into each and every such identified garment.
5. The customer is buying quality that he can be sure of—because it is AMERICAN quality.

We plan to highlight these pertinent and important quality standards through newspaper, radio and television advertising, window display and any such other suitable manner as is consistent with the proud tradition of this fine organization.

The Wool Bureau—Woolens and Worsteds of America, Inc.

Recognition by each of these organizations gives us cause for double pride. We plan to publicize these associations as further assurance to the consumer of our quality, value and fashion leadership and in support of the fact that we take a back seat to no one.

BOND'S IS OUR NAME AND OUR NAME IS OUR BOND

The prestige and integrity of Bond's name and reputation for 57 years stands behind every Bond label. Our name, in the form of our labels, is sewn into apparel only when our high standards of quality have been attained.



BOND STORES, INCORPORATED AND SUBSIDIARIES
CONSOLIDATED BALANCE SHEET AS AT JULY 31, 1966

ASSETS

Current Assets:

Cash—Note A		\$20,117,008
Due from bank—Note A		3,487,804
Miscellaneous accounts receivable		1,015,984
Merchandise inventories—Note B:		
Woolens, trimmings, etc.	\$ 5,078,831	
Work in process	1,415,061	
Finished goods	<u>24,132,958</u>	<u>30,626,850</u>
Total Current Assets		55,247,646

Other Assets		883,780
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Fixed Assets—at cost—Note C:

Land and buildings	10,790,089	
Machinery, furniture, fixtures and equipment	9,290,517	
Alterations, improvements and leaseholds	<u>2,798,807</u>	
	22,879,413	
Less: Reserves for depreciation and amortization	<u>8,618,376</u>	<u>14,261,037</u>

Deferred Charges:

Prepaid rent and advances to landlords on improvements to leased properties	761,652	
Unexpired insurance and other prepaid expenses	<u>844,801</u>	<u>1,606,453</u>
		<u>\$71,998,916</u>

EXHIBIT A

LIABILITIES

Current Liabilities:

Notes payable—banks	\$ 4,000,000
Accounts payable	2,898,745
Deposits and due to customers	385,080
Accrued expenses and sundry liabilities	3,617,820
Reserve for Federal income taxes—Note D	2,072,622
Mortgages payable—current installments—Note C	180,525
Total Current Liabilities	13,154,792
Long Term Debt—Note C	16,102,605
Reserve for Unrealized Profit on Sale of Leasehold	725,000

Capital Stock and Surplus:

	<u>Shares</u>	
Preferred Stock—		
par value \$100 per share:		
Authorized to be issued in series as		
designated by the Board of Directors	100,000	
Retired and cancelled	60,000	
Authorized but not designated	40,000	
Common Stock—		
par value \$1 per share:		
Authorized	2,500,000	
Issued	1,688,383	\$1,688,383
Capital Surplus (no change during the year)		11,596,136
Earned Surplus—Exhibit B		44,699,734
		57,984,253
Less: Treasury stock—at cost (519,844 shares of Common Stock)	15,967,734	42,016,519
		<u>\$71,998,916</u>

The accompanying notes are an integral part of this statement.

BOND STORES, INCORPORATED AND SUBSIDIARIES

CONSOLIDATED STATEMENT OF INCOME AND EARNED SURPLUS

FOR THE YEAR ENDED JULY 31, 1966

EXHIBIT B

Sales		\$97,738,030
Cost of goods sold and stores and general and administrative expenses, exclusive of depreciation and amortization—Note E		<u>91,471,239</u>
		6,266,791
Add:		
Income from owned real estate before depreciation—Note F	\$ 234,938	
Other income—net	<u>212,663</u>	447,601
		6,714,392
Deduct:		
Depreciation and amortization	1,076,767	
Interest expense	315,902	
Loss on sale of customers accounts receivable—Note A	<u>435,206</u>	
		<u>1,827,875</u>
Net income before Federal income taxes		4,886,517
Provision for Federal income taxes—Note D		<u>2,225,000</u>
Net income		2,661,517
Earned Surplus as at July 31, 1965		<u>43,461,678</u>
		46,123,195
Dividends on Common Stock		<u>1,423,461</u>
Earned Surplus as at July 31, 1966—Exhibit A		<u>\$44,699,734</u>

The accompanying notes are an integral part of this statement.

CONSOLIDATED STATEMENT OF SOURCE AND APPLICATION OF FUNDS

FOR THE YEAR ENDED JULY 31, 1966

SOURCE OF FUNDS:	
Net income	\$ 2,661,517
Depreciation and amortization	1,076,767
Long term borrowing	14,500,000
Reduction in other assets	<u>298,896</u>
	<u>\$18,537,180</u>
APPLICATION OF FUNDS:	
Dividends on Common Stock	\$ 1,423,461
Additions to fixed assets—net	1,540,336
Reduction of mortgages payable	179,614
Purchase of 516,144 shares of the Corporation's Common Stock (included in treasury stock in the accompanying consolidated balance sheet)	15,907,169
(Decrease) in working capital	<u>(513,400)</u>
	<u>\$18,537,180</u>

BOND STORES, INCORPORATED AND SUBSIDIARIES

NOTES TO FINANCIAL STATEMENTS AS AT JULY 31, 1966

NOTE A:

As at July 31, 1966, customers accounts receivable aggregating \$19,945,604 were sold to a bank. The sale was made to facilitate the adoption of the installment method of accounting for Federal income tax purposes. Under this method, gross profit from installment sales is included in taxable income as collected rather than at the time such sales are made. The proceeds of the sale were used on August 1, 1966, to purchase Certificates of Deposit.

NOTE B:

Merchandise inventories are stated at or below the lower of cost (prime cost as to goods manufactured by the Corporation, retail inventory method or invoice cost as to other merchandise, substantially on the "first-in, first-out" basis) or replacement market. These methods for pricing the merchandise inventories are consistent with the practice of prior years.

NOTE C:

Long Term Debt:

Long term debt consists of the following:

Loans payable—banks	\$14,500,000
Mortgages payable by subsidiaries—net of current installments	1,602,605
	<u>\$16,102,605</u>

The loan agreement with the participating banks dated October 1, 1966, provides for the repayment of \$1,500,000 on September 1, 1967 and \$13,000,000 on December 31, 1967. Interest is payable quarterly at one half of one percent above the prime interest rate. The loan agreement provides, among other things, restrictions relating to mortgage indebtedness, additional borrowings, mergers and acquisitions, minimum working capital, disposition of net proceeds from sale of real property, sale of stock and payment of dividends (other than in common stock of the Corporation). The maximum amount of surplus available for dividends, etc., during the term of the loan agreement is \$1,168,539 plus 50% of net earnings after July 31, 1966.

Properties owned by subsidiaries are subject to first mortgages in the amounts of \$18,600, \$1,479,000 and \$285,530, payable in installments to August 1, 1966, December 17, 1967 and September 1, 1974, respectively. At said dates the unamortized balances of the mortgages become due and payable. The Corporation is not liable under such mortgages, but is the lessee of certain of the properties under long-term leases, which leases are assigned as collateral under the mortgages.

NOTE D:

The Federal income tax returns of the Corporation have been examined to July 31, 1962.

The accompanying financial statements are subject to final determination of Federal, state and local taxes.

NOTE E:

Cost of goods sold and stores and general and administrative

expenses, exclusive of depreciation and amortization, consist of the following:

Cost of goods sold, including occupancy, buying and alteration costs	\$65,369,541
Stores and selling, general and administrative expenses	26,101,698
	<u>\$91,471,239</u>

The Employees' Profit Sharing and Retirement Fund Trust Agreement, as amended, provides, among other things, for (1) voluntary contributions by eligible employees, (2) contributions by the Corporation and its subsidiaries, out of net earnings for the year as defined in the agreement, based upon the participating employees' contributions, (3) additional contributions by the Corporation and its subsidiaries computed at various percentages of net earnings for the year as defined in the agreement after deducting therefrom \$4,000,000 plus \$1 per share for any additional shares which the Corporation may issue after December 31, 1952, excluding additional shares resulting from stock dividends or split-up of stock and (4) the right of the Corporation to discontinue contributions to the plan.

The contributions of the Corporation and its subsidiaries for the year ended July 31, 1966, amounted to \$137,926.

NOTE F:

This item includes intercompany rental on property partly occupied by the Corporation.

GENERAL:

As at July 31, 1966, the aggregate minimum annual rental upon real property leases, other than intercompany leases, amounts to approximately \$3,830,000. Of the foregoing amount, \$362,000 expires prior to 1969, \$1,917,000 expires between 1969 and 1979, and \$1,551,000 expires thereafter. Certain of these lease agreements provide for additional rentals based on sales or for payment of certain expenses, such as real estate taxes and maintenance costs.

In connection with the profitable sale in a prior year of a leasehold which expires on April 30, 1998, the Corporation guaranteed performance (guaranteed in turn to the Corporation by the parent company of the purchaser) of the obligations under the lease to April 30, 1996, including net annual rental payments of \$24,000 to April 30, 1975, and \$32,500 thereafter.

The Corporation, certain of its officers and directors and others are defendants in a Stockholder's derivative action now pending in the U.S. District Court for the Southern District of New York. No monetary recovery is sought against the Corporation. The Corporation's By-Laws provide for indemnification of Directors and Officers in certain situations against costs and expenses reasonably incurred by them in such cases. Inasmuch as such costs and expenses, if any, which may be incurred in this action, have not been determined, no provision has been made therefor in the accompanying financial statements.

ACCOUNTANTS' REPORT

TO THE BOARD OF DIRECTORS,

BOND STORES, INCORPORATED, NEW YORK, N.Y.

We have examined the consolidated balance sheet of Bond Stores, Incorporated, and subsidiaries as at July 31, 1966, and the related consolidated statement of income and earned surplus for the year then ended. Our examination was made in accordance with generally accepted auditing standards, and accordingly included such tests of the accounting records and such other auditing procedures as we considered necessary in the circumstances.

In our opinion, the accompanying consolidated balance sheet and consolidated statement of income and earned surplus, together with the notes to financial statements, present fairly the consolidated financial position of Bond Stores, Incorporated, and subsidiaries at July 31, 1966, and the consolidated results of their operations for the year then ended, in conformity with generally accepted accounting principles applied on a basis consistent with that of the preceding year. It is also our opinion that the consolidated statement of source and application of funds presents fairly the information shown therein.

NEW YORK, N.Y.
OCTOBER 18, 1966

S. D. LEIDESDORF & CO.

LOCATION OF BOND STORES AND AGENCIES

ALABAMA

BIRMINGHAM

CALIFORNIA

ANAHEIM
CANOGA PARK
EL MONTE
GLENDALE
HOLLYWOOD
HUNTINGTON BEACH
HUNTINGTON PARK
LAKEWOOD CENTER
LOS ANGELES (5 stores)
NORTH HOLLYWOOD
OAKLAND (2 stores)
PANORAMA CITY
SAN DIEGO (3 stores)
SAN FRANCISCO
SAN JOSE (2 stores)
WEST COVINA

COLORADO

DENVER

CONNECTICUT

HAMDEN
HARTFORD
MILFORD
NEW HAVEN
*NEW LONDON
*TORRINGTON
TRUMBULL

DELAWARE

*WILMINGTON

DISTRICT OF COLUMBIA

WASHINGTON (2 stores)

FLORIDA

*JACKSONVILLE

GEORGIA

ATLANTA

ILLINOIS

CHICAGO (9 stores)
HILLSDALE
KANKAKEE
NILES

IOWA

DES MOINES

KENTUCKY

LOUISVILLE (3 stores)

LOUISIANA

*MONROE

MARYLAND

BALTIMORE (2 stores)
HYATTSVILLE

MASSACHUSETTS

BOSTON
FALL RIVER
*LAWRENCE
NATICK
REVERE

MICHIGAN

DETROIT (2 stores)
MADISON HEIGHTS
MT. CLEMENS
PONTIAC

MINNESOTA

MINNEAPOLIS

MISSOURI

KANSAS CITY
ST. LOUIS (4 stores)

NEBRASKA

*HASTINGS

NEW JERSEY

AUDUBON
EATONTOWN
JERSEY CITY
MENLO PARK
MOORESTOWN
NEWARK
NEW BRUNSWICK
PARAMUS
TRENTON

NEW YORK

ALBANY
BUFFALO
*ELMIRA
HICKSVILLE, L.I.
HUNTINGTON, L.I.
NEW HYDE PARK, L.I.
NEW YORK (6 stores)
ROCHESTER (3 stores)
SCHENECTADY
SYRACUSE (2 stores)
VALLEY STREAM, L.I.
BAY SHORE, L.I.

OHIO

AKRON (4 stores)
CANTON
CINCINNATI (2 stores)
CLEVELAND (5 stores)
COLUMBUS (2 stores)
DAYTON (2 stores)
LORAIN
*SALEM
TOLEDO (2 stores)
YOUNGSTOWN

PENNSYLVANIA

*CHESTER
PHILADELPHIA (3 stores)
PITTSBURGH (2 stores)
READING
SCRANTON
WILKES-BARRE

RHODE ISLAND

PROVIDENCE

TENNESSEE

CHATTANOOGA
MEMPHIS (2 stores)

TEXAS

AUSTIN
DALLAS (5 stores)
FORT WORTH (2 stores)
HOUSTON (5 stores)
SAN ANTONIO (2 stores)

VERMONT

*BARRE
*RUTLAND

VIRGINIA

ALEXANDRIA
FALLS CHURCH

WEST VIRGINIA

*PARKERSBURG

WISCONSIN

MILWAUKEE (2 stores)

*AGENCIES

Factories in Rochester & Poughkeepsie, N.Y., New Brunswick, N. J., and Meridian, Miss.